

# Indiana Department of Workforce Development Strategic Skills Initiative

## Economic Growth Region 6



Mitch Daniels, Governor  
June 2006

### About SSI

Governor Daniels' \$23 million Strategic Skills (SSI) Initiative aims to identify and alleviate job and skill shortages. The program will be carried out in Indiana's 11 economic regions through an ongoing process of identifying future shortages, determining the cause of those shortages, and developing solutions. Ultimately SSI will create jobs and increase personal income for Hoosiers.

### About Region 6

- Population (July 2005)  
**344,853**
- Labor Force (March 2006)  
**170,030**
- Unemployment (March 2006)  
**6.4%**
- Median Household Income  
**\$26,363 in 2004**

-Source: [www.hoosierdata.in.gov](http://www.hoosierdata.in.gov)

### Counties in Region

- Blackford
- Delaware
- Henry
- Rush
- Jay
- Randolph
- Wayne
- Fayette
- Union



INDIANA  
**WORKFORCE**  
DEVELOPMENT

### Economic Growth Region 6

**Economic Growth Region 6** is comprised of nine counties. The SSI research & identification allocation awarded in September 2005 was \$263,131. The SSI solutions allocation awarded in June 2006 is \$2,114,082. Methods used to identify shortages, root causes and to develop solutions were executive interviews, business roundtables, online surveys and focus groups.

Key Occupational Shortages	Projection 2005-2007
Health Technologists and Technicians	42
Truck Drivers, Heavy & Tractor-Trailer	11
Business Operations Specialists	11
Life Scientists	11

### Emerging Industries / Occupations

Agribusiness/Agriscience

Life Scientists and Business Operations Specialists

### Root Causes

- Lack of Training Capacity**
  - Shortage of qualified health care workers and lack of qualified training instructors
- Lack of Career Awareness**
  - Lack of awareness of Healthcare careers and qualifications
- Other Issues**
  - A lack of education in the workforce means applicants often don't possess required skills.

Identified Solutions →

### Identified Solutions

1.

Solution: <i>Agri-Venture Initiative</i>	Dollars Allotted: <i>\$977,795</i>
<p>Solution Description:</p> <p>The cornerstone of this initiative is to assist in new venture creation within the agriscience and agribusiness industries. This will be accomplished by directing award monies towards supporting ventures in business plan formation, technology assessments, and feasibility studies. By promoting growth in this sector, the region is preparing its human capital for the prosperity of tomorrow's economy; not just today's.</p>	<p>Outcomes Proposed:</p> <ul style="list-style-type: none"> <li>• Complete 20 business plan support projects</li> <li>• Formation of 18 business plans</li> <li>• Approximate: \$2 million of new investment assured and \$2 million of new revenues to seed transformation or expansion</li> <li>• 12 new employment opportunities from expansion and/or formation</li> </ul>

2.

Solution: <i>Advancing Entrepreneurship</i>	Dollars Allotted: <i>\$858,005</i>
<p>Solution Description:</p> <p>This initiative will develop high school students as future entrepreneurs through six weeks of comprehensive instruction and the completion of a business plan. All students will participate in an annual business plan competition either individually or as a team. Ball State University is a key partner and brings its success in training and working with high schools to this endeavor. Eligibility is open to all students in the nine-county region.</p>	<p>Outcomes Proposed:</p> <ul style="list-style-type: none"> <li>• 180 business plans</li> <li>• 180 Hoosiers trained</li> <li>• 180 completing solution</li> <li>• 5 plans submitted for additional opportunities</li> <li>• 3 receive commercial interest and/or investment</li> </ul>

3.

Solution: <i>Entrepreneurship - Business Mentor</i>	Dollars Allotted: <i>\$278,282</i>
<p>Solution Description:</p> <p>Select Ball State MBA students will be exposed to new technologies and work with seasoned entrepreneurs and business professionals. Students will be given start up resources to launch new business ventures in the region.</p>	<p>Outcomes Proposed:</p> <ul style="list-style-type: none"> <li>• 9 new MBA/entrepreneurs retained in Indiana (5 in east central Indiana)</li> <li>• 5 plans funded</li> <li>• 5 new businesses/award</li> <li>• \$150,000 in revenue from new entities</li> <li>• 12-15 new job opportunities from new business entities</li> </ul>

## ***Solution Totals***

*\$2,114,082*

*More than 189 Hoosiers trained in entrepreneurship*

*30 business plans funded*

*More than \$2 million in new venture-retained investments*

*25+ new job opportunities from investments in new ventures*